

***WESTERN REGIONAL  
Contractor Operation & Maintenance  
Services (COMS) Contract  
Pre-Solicitation Conferences & Site  
Visits***



**11 Jan - 21 Jan 2011**



# **Marine Corps Systems Command (MARCORSYSCOM) Program Manager for Training Systems (PMTRASYS)**



## **Mission:**

**To improve the Warfighting effectiveness of the MAGTF and globally deployed Maritime Expeditionary Forces by providing training support and developing and sustaining training systems and devices.**

## **Vision:**

**We are the recognized leader in providing training solutions to develop and enhance the performance of Marines**





# **U.S. Marine Corps Program Management for Training Systems (PMTRASYS) ORLANDO, FLORIDA**

U.S. Army

U.S. Navy  
& U.S. Coast  
Guard

U.S. Air Force

U.S. Army

**USMC PMTRASYS**

Research Parkway





# **U.S. Marine Corps Program Management for Training Systems (PMTRASYS) ORLANDO, FLORIDA**

**USMC PMTRASYS**

**U.S. Army**

**Research  
Parkway  
Partnership III**



# Introductions & Administrative







# AGENDA

- **Introductions & Administrative Overview**
- **Statement of Work**
- **Proposed Acquisition Strategy**
- **RFP Structure**
- **Proposal Requirements (Section L of RFP)**
- **Evaluation Factors (Section M of RFP)**
- **Award Schedule**



# OVERVIEW



- **Provide Industry with information about the Government's approach, requirements and Draft RFP.**
- **Provide a site visit of the various training devices, systems, and live-fire ranges that encompass the Western Regional training sites.**





# ***PROCUREMENT INTEGRITY RULES***

- **All information released by E-mail and during this conference is to be considered “Draft” and “For Information Only”.**
- **Government Source Selection Plan and Proposal Evaluation Procedures will not be discussed. All evaluation criteria are in Draft RFP - Section M.**





# ***PROCUREMENT INTEGRITY RULES***

- **Industry attendees shall not attempt to engage individual Government personnel in private discussions. NO phone calls will be accepted by Government personnel after the pre-solicitation conference, only emails.**
- **Any questions or comments relative to this presentation shall be submitted in writing to the Procuring Contracting Officer (PCO), Contract Specialist and Project Officer .**



# ***PROPOSED ACQUISITION STRATEGY***



- **FAR 19.501(e) Contracting Officer's determination to or not to set aside this effort for Small Business?**
- **Market Survey**
- **Standard Industrial Classification**
  - **SIC 8744 - Facilities Support Management Services - \$5.011mil**
  - **EXCEPTION - Base Maintenance - \$20.012 mil**
- **North American Industry Classification System**
  - **NAICS 561210 - Facilities Support Services - \$35.5mil**







# ***PROPOSED ACQUISITION STRATEGY***



- **A Firm Fixed-Price (FFP) Contract**
- **Over & Above will only be used to support outside activities as required after approval by the Project Officer.**
- **Full and Open Competition**



# ***PROPOSED ACQUISITION STRATEGY***



- **100% Small Business Set-Aside for Prime Contractor**
- **Award to offeror who provides the “lowest cost” and technical acceptance to the Government, other factors are considered.**
- **Award without discussions is contemplated.**





# ***RFP STRUCTURE***

## **Section B:**

- **Offerors to provide Monthly FFP for each line item to include supply support.**
- **Premium Time estimated of 25 hours used for offeror's price proposal**



# ***RFP STRUCTURE (Cont'd)***

## **Section C**

- **Technical Proposal's and any amendments/addenda fully incorporated in contract**
- **Premium Time NTE 25 Hours**
- **Government may add any new training device to contract**





# ***RFP STRUCTURE (Cont'd)***

## **Section C (cont.)**

- **Site Locations**
- **Mobilization & Post Award**



*-Semper Paratus-*

**HE IS THE REASON FOR  
OUR DAILY ROUTINE.**



# ***RFP STRUCTURE (Cont'd)***

## **Sections D & E : Uniform Contract Format**

## **Section F: Contract Performance**

- **Period of Performance**
- **Contract Performance Utilization Report**
- **Contractor Funds Status Report**



What have YOU done for THEM today?



Evil never ceases to conspire... *Marines* stay one step ahead.





# ***RFP STRUCTURE (Cont'd)***

## **Section G : Contract Administration**

- **Incremental funding (we don't do this)**
- **Payment computed using Availability Performance Factor (APF)**

## **Section H: Special Contract Requirements**



# ***RFP STRUCTURE (Cont'd)***

## **Section J : Attachments**

- **Statement of Work (SOW) with Appendices AA through EB**
- **SOFA Agreement**
- **DD Form 254**
- **Department of Labor Wage Determinations**
- **Mobilization Table Template**
- **Manning Matrix Template**





# ***RFP STRUCTURE (Cont'd)***

## **Section K: Representations and Certifications**

- **Shall be completed and submitted as part of Volume I of your proposal.**



# ***PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP***

- **Pre-Proposal Conferences/Site Visits  
11 Jan - 21 Jan 2011 (Section L.4)**
- **Technical/Management Proposal  
(100 single-sided page limit  
including diagrams)**
- **Price Proposal Section B  
Spreadsheet**





# ***PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP***



## **Proposal Content (Section L.10)**

**Each Proposal Volume is to include:**

- **Cover/Title Page**
- **Table of Contents**



# ***PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP***



## **Volume I - Administrative Requirements (L.10):**

- **All applicable Section K requirements**
- **Listing of current (active) Government prime and subcontracts**
- **Brief Corporate History**
- **Corporate Organizational diagram**
- **Resumes of Program Manager/Site Manager**





# ***PROPOSAL REQUIREMENTS SECTION "I" OF THE RFP***

## **Volume II - Technical/Management Proposal (L.10):**

- **Factor 1 Technical Understanding-** demonstrate ability to perform the technical requirements.
- **Factor 2 Operations-** demonstrate logistical competence in meeting requirements.
- **Factor 3 Resources-** demonstrate commitment of adequate resources



# ***PROPOSAL REQUIREMENTS SECTION "I" OF THE RFP***

## **Volume III - Price Proposal (L.10):**

- **Submit a fully completed Section B**
- **Enter "NC" for any items at No Charge. Do not leave blanks.**
- **Submit total proposed dollar amount, inclusive of base and all options.**





## ***EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)***

- **Award shall be made to the lowest priced, technically acceptable offer (M.2)**
- **Proposal ratings (M.3)**
  - **Acceptable**
  - **Unacceptable**



# ***EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)***

## Technical/Management

### Technical Understanding Factor

- Area (a) Surge Capability
- Area (b) Site Support
- Area (c) Down Time
- Area (d) Management Plan
- Area (e) Experience

### Operations Factor

- Area (a) Mobilization Plan
- Area (b) Material Support/Spares Plan
- Area (c) Quality Assurance Plan
- Area (d) Organization





# ***EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)***

## Technical/Management

### Resource Factor

- Area (a) Manning Level
- Area (b) Staff Qualifications
- Area (c) Capital Equipment
- Area (d) Subcontractor Evaluations
- Area (e) Personnel Management



# ***Western Regional COMS Contract AWARD SCHEDULE***



<b>Post Sources Sought</b>	<b>8 Dec 2010</b>
<b>Post Draft RFP</b>	<b>3 Jan 2011</b>
<b>Site Visit Presolicitation Conference</b>	<b>11 - 22 Jan 2011</b>
<b>Industry Comments Due (Questions &amp; Answers)</b>	<b>24 Jan 2011</b>
<b>Post Final RFP</b>	<b>17 Feb 2011</b>
<b>Proposals Due</b>	<b>18 Mar 2011</b>
<b>Proposal Evaluations</b>	<b>21 Mar - 19 Apr 2011</b>
<b>Legal, SSA, Contract Actions</b>	<b>20 Apr - 19 May 2011</b>
<b>Contract Award</b>	<b>20 May 2011</b>
<b>Mobilization - New Contract (30 days)</b>	<b>1 -30 Jun 2011</b>
<b>Current Contract Expires</b>	<b>30 Jun 2011</b>



# QUESTIONS ???







# POINTS OF CONTACT



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## **Project Manager**

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## **Contract Specialist**

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# POINTS OF CONTACT



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**Once a Marine**



**Semper Fi**

**Always a Marine**



# ***Highlights & SOW Issues***